

**Fourth Quarter 2020  
Residential Market Report**

Hamptons & North Fork

**Brown Harris Stevens**



**Brown Harris Stevens**

# Stronger Together!

With Halstead and Brown Harris Stevens coming together, the new Brown Harris Stevens is now the largest privately held real estate firm in the Northeast and in the Top 10 Firms in the US with over **\$9 billion** in sales volume in 2019 alone. We now have **2,500** agents in **55** offices across key markets in New York City, Connecticut, the Hamptons, New Jersey, Hudson Valley, and South Florida. We are everywhere our clients want to be.

We are here to serve you, and Brown Harris Stevens has never been stronger. We look forward to working together.



BHSID 870310

4Q 2020

**Residential  
Market Report**

# Hampton

4Q 2020

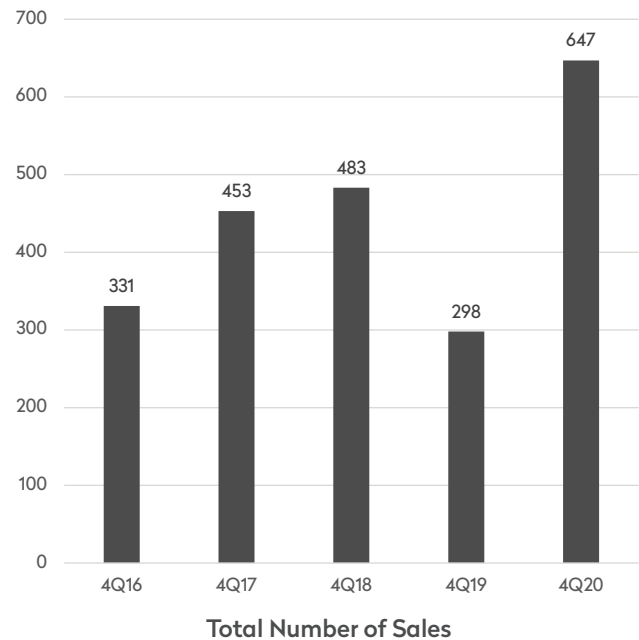
# Hamptons

## A Record End to an Historic Year

The Hamptons real estate market in the Fourth Quarter of 2020 was in large part a continuation of the unprecedented surge in sales activity that defined most of the year.

Rising by a record single-quarter increase of 117%, sales of single-family homes in the Hamptons totaled 647 in 4Q20, the highest number of Fourth Quarter sales in 6 years.

The Total Dollar Volume for 4Q20 soared 124% as compared to 2019, with a total of \$1.62 Billion, up from \$721 Million in the Fourth Quarter of 2019.



+124%

Dollar Volume  
4Q20 vs. 4Q19

+3.3%

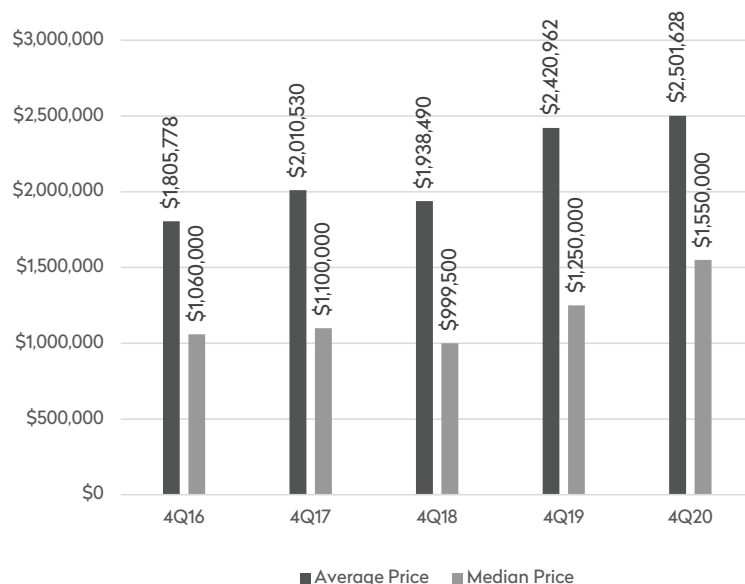
Average Sold Price  
4Q20 vs. 4Q19

+117%

Number of Sales  
4Q20 vs. 4Q19

## Average and Median Sales Prices Rise

Sales prices in the Hamptons averaged \$2,501,628 during 4Q20, a slight increase of 3.3% from 4Q19. However, the median price - which measures the middle of the market - jumped 24% to \$1,550,000, the highest Fourth Quarter median price recorded.



Data for this report is sourced from The Real Estate Report Inc. and references single-family residential real estate transactions. Based upon data available as of January 22, 2021. 2020 data is preliminary and subject to revision in future reports.

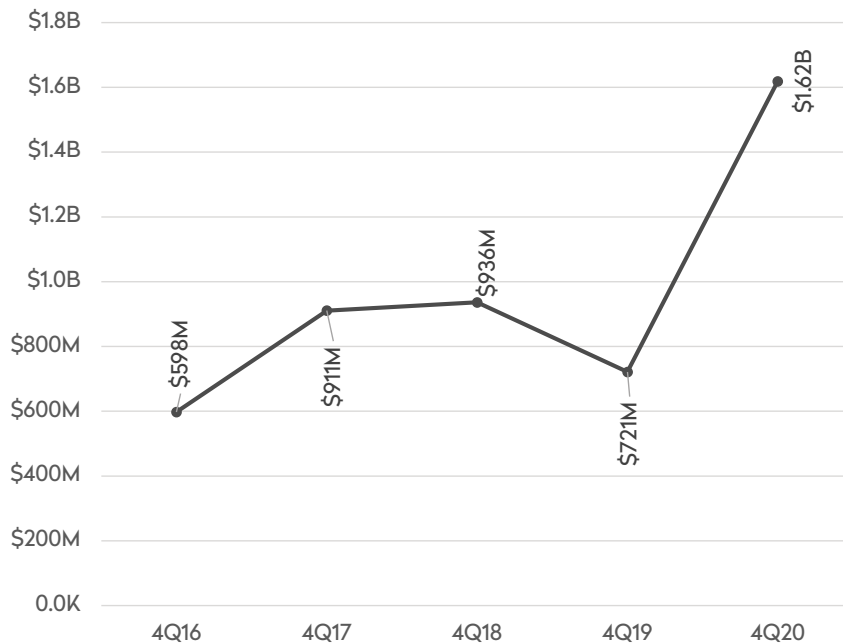
4Q 2020

# Hamptons

## Dollar Volume

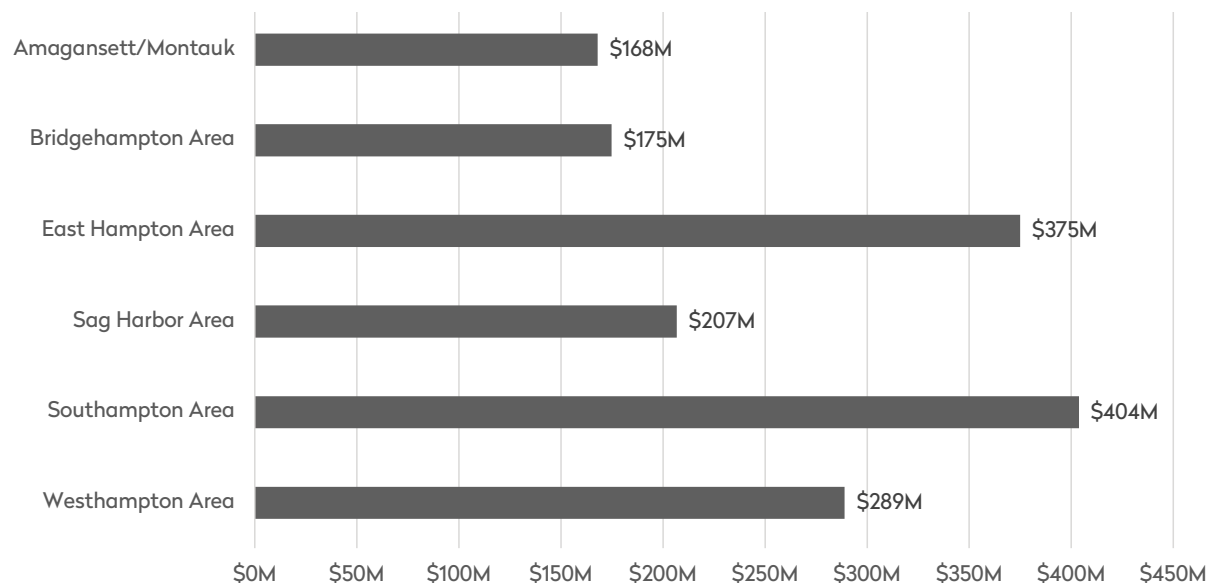
### Total Dollar Volume - 2016 to 2020

The massive increase in the number of sales in 4Q20 led to an unprecedented 124% rise in total dollar volume, rising from \$721 Million in 4Q19 to \$1.62 Billion in 4Q20.



### 4Q20 Dollar Volume by Area

The total dollar volume by area is impacted by both the number of sales and the average sales price within each respective area. For most regions these are proportional. Two outliers are the Bridgehampton/Sagaponack area and the Westhampton area. The Bridgehampton area accounted for 5.4% of the total number of sales and 10.8% of dollar volume, while the Westhampton area had 29.2% of total transactions and yielded 17.9% of the dollar volume.

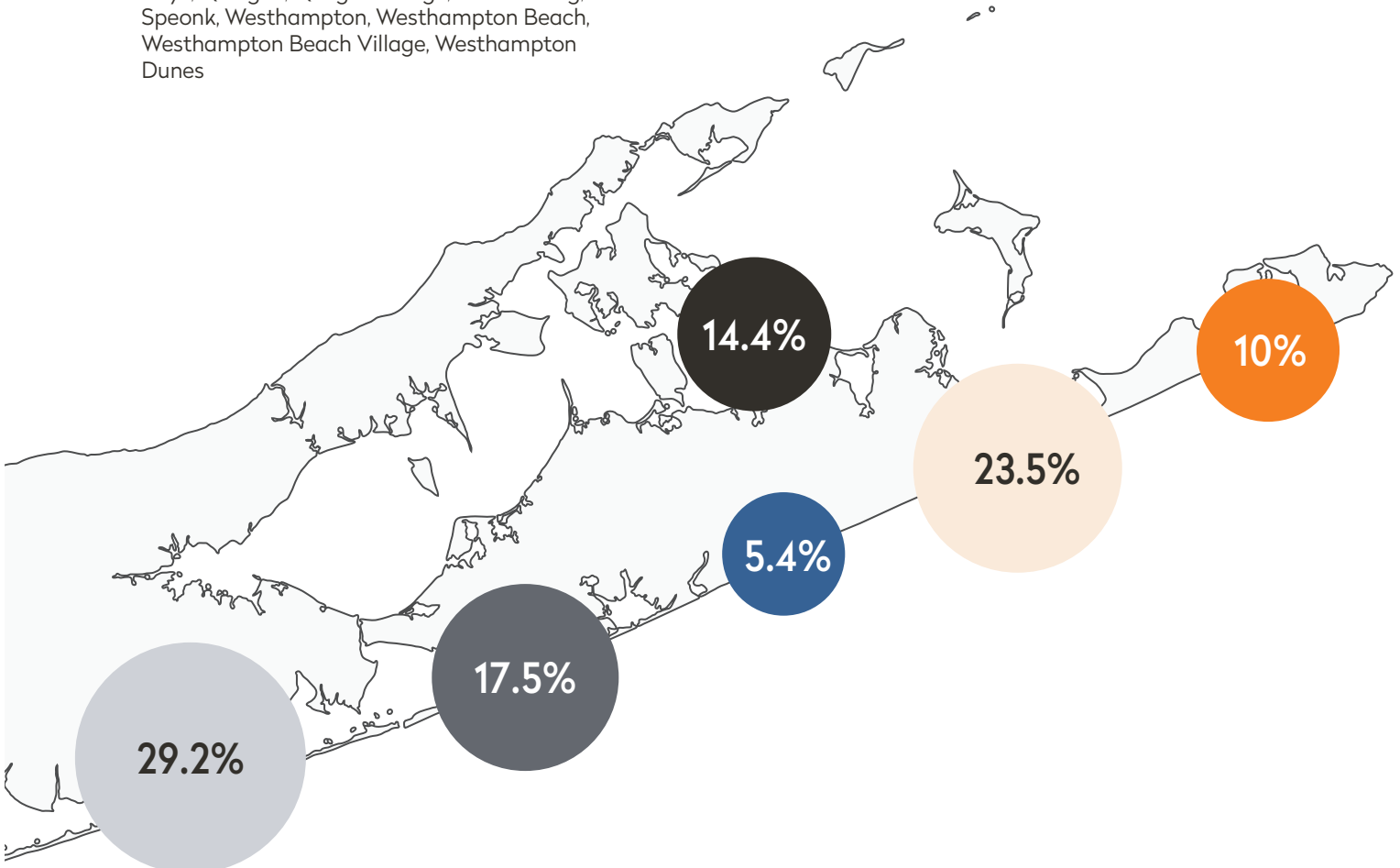


4Q 2020

# Hamptons

## Percentage of Sales by Area

- Amagansett/Montauk - 65 Sales**
- East Hampton - 152 Sales**  
Includes East Hampton and East Hampton Village
- Bridgehampton Area - 35 Sales**  
Includes Bridgehampton, Sagaponack and Wainscott
- Sag Harbor Area - 93 Sales**  
Includes North Haven, Noyac, Sag Harbor, Sag Harbor Village, and Shelter Island
- Southampton Area - 113 Sales**  
Includes North Sea, Southampton, Southampton Village and Water Mill
- Westhampton Area - 189 Sales**  
Includes East Quogue, Eastport, Hampton Bays, Quogue, Quogue Village, Remsenburg, Speonk, Westhampton, Westhampton Beach, Westhampton Beach Village, Westhampton Dunes



4Q 2020

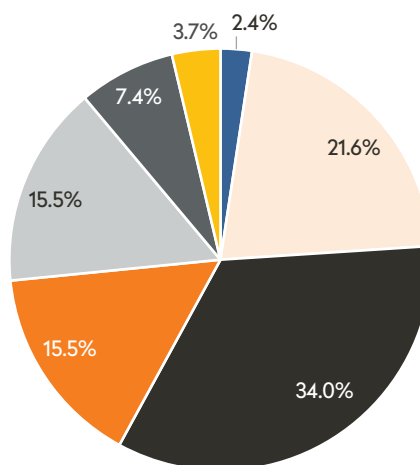
# Hamptons

## Percentage of Sales by Price

### Hamptons East of the Shinnecock Canal

The single largest category of sales in the eastern part of the Hamptons was the \$1 million to \$2 million range, with 156 sales in 4Q20, accounting for 34% of transactions, closely followed by the \$500,000 to \$1 million range, with 21.6% of sales and 99 transactions.

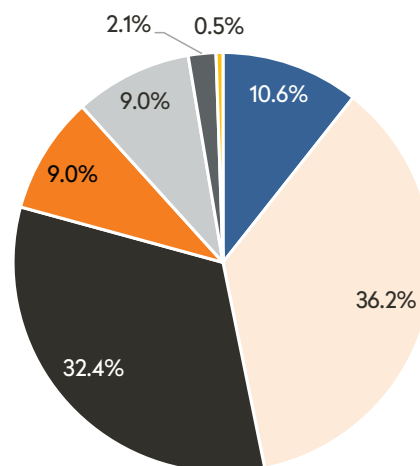
0 to 500K	11 Sales	2.4%
>500K-1M	99 Sales	21.6%
>1M-2M	156 Sales	34%
2M-3M	71 Sales	15.5%
>3M-5M	71 Sales	15.5%
>5M-10M	34 Sales	7.4%
>10M	17 Sales	3.7%



### Hamptons West of the Shinnecock Canal

With a higher availability of more moderately priced houses, the Hamptons west of the Shinnecock Canal saw larger percentages of sales in the under \$1 Million ranges and 79.2% of all sales were under \$2 Million.

0 to 500K	20 Sales	10.6%
>500K-1M	68 Sales	36.2%
>1M-2M	61 Sales	32.4%
2M-3M	17 Sales	9.0%
>3M-5M	17 Sales	9.0%
>5M-10M	4 Sales	2.1%
>10M	1 Sale	0.5%

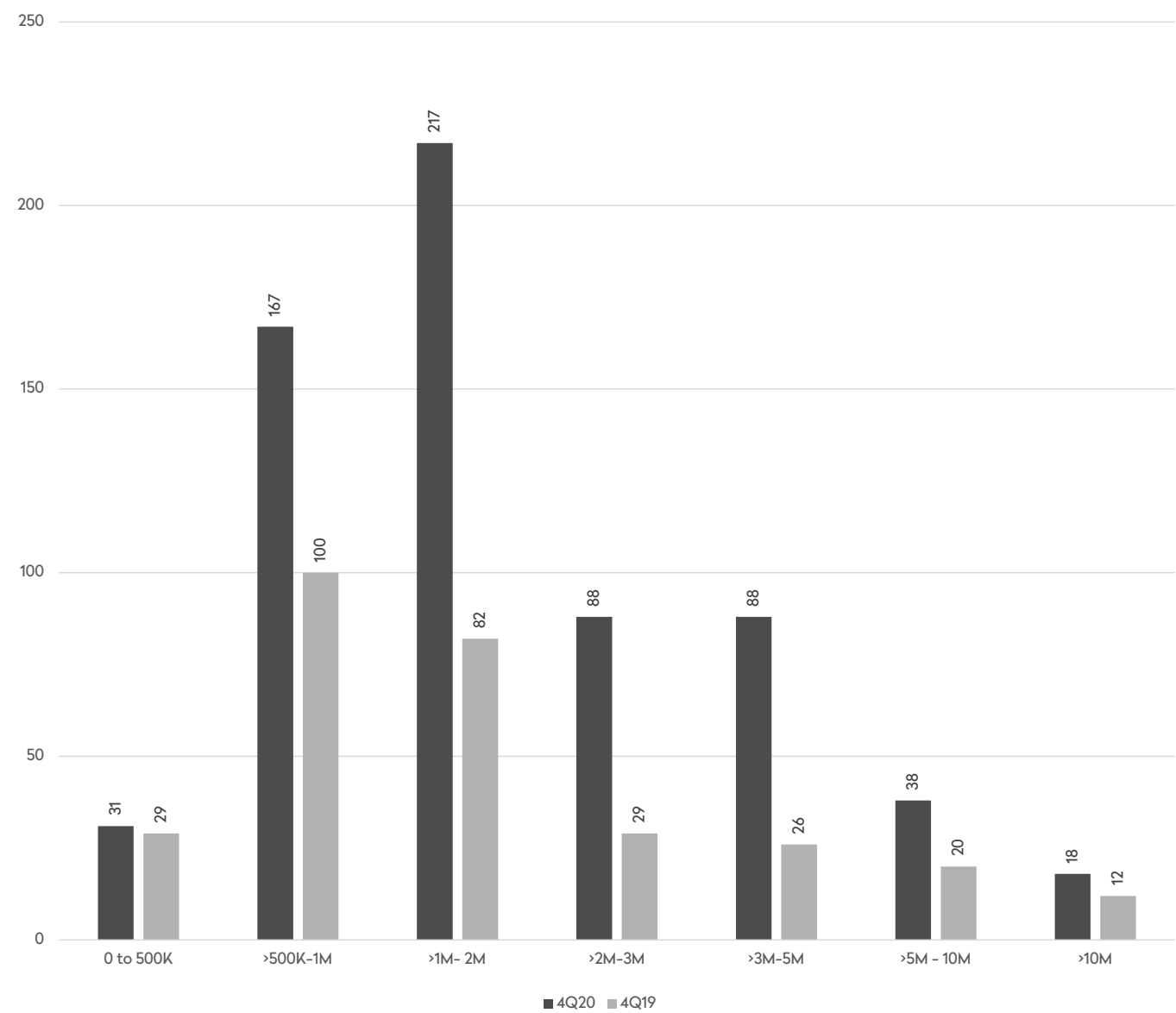


4Q 2020

# Hamptons

## Number of All South Fork Sales by Price: 4Q20 vs. 4Q19

Across the entire South Fork, all price range categories experienced increases in the Fourth Quarter of 2020 compared to 4Q19. Particularly affecting the total dollar volume, the largest comparative increases were in the \$1M to \$5M categories, with the greatest rise in the \$3M - \$5M range which skyrocketed 238% from 26 sales last year to 88 in 4Q20.





4Q 2020

# Hamptons

## Single-Family Homes - East of the Shinnecock Canal

### Amagansett

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
4Q18	\$2,562,500	\$2,875,002	22	0	2	8	5	5	1	1
4Q19	\$3,625,000	\$3,551,376	10	0	0	3	1	4	2	0
4Q20	\$3,005,005	\$3,250,328	29	0	1	8	5	9	6	0

### Bridgehampton

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
4Q18	\$3,200,000	\$3,630,764	15	0	0	5	1	6	2	1
4Q19	\$3,250,000	\$4,697,046	13	1	0	2	3	3	3	1
4Q20	\$2,400,000	\$5,326,500	23	0	1	8	4	4	5	1

### East Hampton

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
4Q18	\$1,185,000	\$1,553,141	81	5	32	28	9	4	3	0
4Q19	\$975,000	\$1,176,085	47	4	21	19	2	1	0	0
4Q20	\$1,385,000	\$1,490,843	119	6	37	52	17	7	0	0

### East Hampton Village

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
4Q18	\$4,569,240	\$5,801,968	16	1	1	2	1	5	4	2
4Q19	\$4,625,000	\$6,791,143	10	0	1	2	0	2	3	2
4Q20	\$3,297,500	\$6,653,305	26	0	1	4	6	7	4	4

### Montauk

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
4Q18	\$1,162,500	\$1,878,611	28	0	12	10	0	4	2	0
4Q19	\$1,450,000	\$2,943,077	13	0	4	4	1	3	0	1
4Q20	\$1,600,000	\$2,058,000	36	0	8	14	10	3	0	1

4Q 2020

# Hamptons

## Single-Family Homes - East of the Shinnecock Canal

### North Haven

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
4Q18	\$2,450,000	\$2,366,667	6	0	0	3	1	2	0	0
4Q19	\$1,600,000	\$4,115,000	3	0	0	2	0	0	1	0
4Q20	\$3,100,000	\$3,581,364	11	0	3	1	1	5	0	1

### Sag Harbor

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
4Q18	\$1,142,666	\$1,644,717	20	2	7	6	1	3	1	0
4Q19	\$908,488	\$1,157,590	11	0	7	3	1	0	0	0
4Q20	\$1,600,000	\$1,866,912	37	2	8	17	4	5	1	0

### Sag Harbor Village

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
4Q18	\$1,487,500	\$2,057,146	24	0	9	6	3	4	2	0
4Q19	\$2,295,000	\$2,990,786	7	0	1	0	4	1	1	0
4Q20	\$1,537,000	\$2,413,250	12	0	1	7	1	2	1	0

### Sagaponack

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
4Q18	\$7,583,000	\$7,868,083	9	0	2	0	0	1	4	2
4Q19	\$4,888,750	\$6,946,750	10	0	1	1	1	2	2	3
4Q20	\$3,775,000	\$4,357,083	12	0	3	1	1	4	2	1

### Shelter Island

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
4Q18	\$1,100,000	\$1,188,278	9	1	3	5	0	0	0	0
4Q19	\$950,000	\$1,104,420	15	1	7	6	1	0	0	0
4Q20	\$1,482,000	\$2,100,833	33	0	10	12	6	3	2	0

4Q 2020

# Hamptons

## Single-Family Homes - East of the Shinnecock Canal

### Southampton

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
4Q18	\$855,000	\$1,311,408	52	8	28	8	3	3	1	1
4Q19	\$1,630,000	\$1,667,378	31	1	13	9	4	3	1	0
4Q20	\$1,160,488	\$1,592,350	60	3	23	19	8	6	1	0

### Southampton Village

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
4Q18	\$3,725,000	\$4,326,185	22	2	2	4	2	5	5	2
4Q19	\$3,300,000	\$6,337,025	20	1	2	5	2	2	5	3
4Q20	\$3,975,000	\$6,648,387	31	0	0	7	3	10	4	7

### Wainscott

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
4Q18	\$1,714,000	\$1,476,333	3	0	1	2	0	0	0	0
4Q19	\$1,624,000	\$1,624,000	1	0	0	1	0	0	0	0
4Q20	\$2,650,000	\$3,512,000	7	0	1	1	2	0	3	0

### Water Mill

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
4Q18	\$1,750,000	\$2,331,893	14	0	3	6	3	1	1	0
4Q19	\$2,035,687	\$3,475,419	20	0	2	7	4	4	1	2
4Q20	\$3,442,500	\$4,640,755	22	0	1	5	3	6	5	2

4Q 2020

# Hamptons

## Single-Family Homes - West of the Shinnecock Canal

### Eastport

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
4Q18	\$378,000	\$378,000	2	2	0	0	0	0	0	0
4Q19	\$587,500	\$587,500	2	1	1	0	0	0	0	0
4Q20	\$344,000	\$344,000	1	1	0	0	0	0	0	0

### East Quogue

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
4Q18	\$578,750	\$787,946	24	6	13	4	0	1	0	0
4Q19	\$575,000	\$655,971	17	4	12	1	0	0	0	0
4Q20	\$955,000	\$1,513,050	30	4	11	12	1	1	0	1

### Hampton Bays

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
4Q18	\$485,000	\$587,599	69	40	23	5	1	0	0	0
4Q19	\$590,000	\$638,558	35	13	19	2	1	0	0	0
4Q20	\$680,000	\$803,144	60	12	37	9	1	1	0	0

### Quogue

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
4Q18	\$1,375,000	\$1,375,000	2	0	1	1	0	0	0	0
4Q19	\$1,093,750	\$1,093,750	2	0	1	1	0	0	0	0
4Q20	\$1,663,000	\$1,971,000	6	0	2	2	1	1	0	0

### Quogue

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
4Q18	\$1,410,000	\$2,612,000	9	0	0	7	0	1	1	0
4Q19	\$2,100,000	\$2,481,286	7	0	0	3	3	0	1	0
4Q20	\$2,737,500	\$2,981,815	16	0	2	5	1	5	3	0



4Q 2020

# Hamptons

## Single-Family Homes - West of the Shinnecock Canal

### Remsenburg

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
4Q18	\$750,500	\$686,729	12	2	10	0	0	0	0	0
4Q19	\$735,500	\$937,667	6	0	4	2	0	0	0	0
4Q20	\$1,475,000	\$1,394,979	28	2	8	15	3	0	0	0

### Speonk

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
4Q18	\$635,470	\$635,470	2	1	1	0	0	0	0	0
4Q19	\$390,000	\$390,000	1	1	0	0	0	0	0	0
4Q20	\$515,000	\$514,667	3	1	2	0	0	0	0	0

### Westhampton

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
4Q18	\$832,563	\$1,076,330	14	1	9	2	1	1	0	0
4Q19	\$1,125,000	\$1,273,600	5	1	1	2	0	1	0	0
4Q20	\$1,412,500	\$1,588,750	18	0	3	11	3	1	0	0

### Westhampton Beach

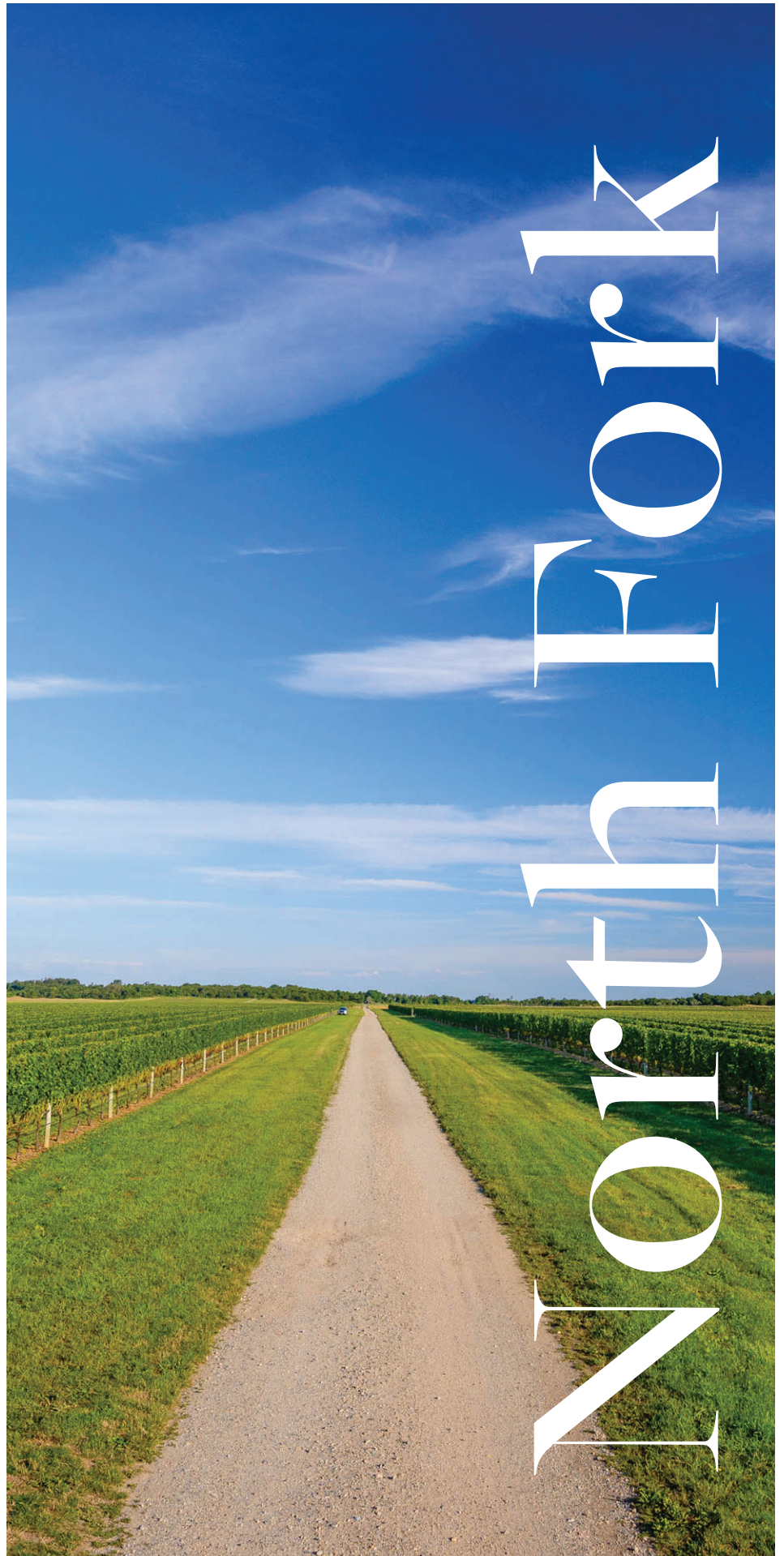
	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
4Q18	\$977,450	\$2,016,135	24	3	10	7	0	1	2	1
4Q19	\$1,350,000	\$1,245,273	11	1	3	6	1	0	0	0
4Q20	\$2,250,000	\$2,480,438	24	0	4	7	4	8	1	0

### Westhampton Dunes

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
4Q18	\$2,200,000	\$2,371,875	4	0	0	1	2	1	0	0
4Q19	\$1,500,000	\$1,500,000	1	0	0	1	0	0	0	0
4Q20	\$2,545,950	\$2,581,983	3	0	0	0	3	0	0	0

4Q 2020

**Residential  
Market Report**



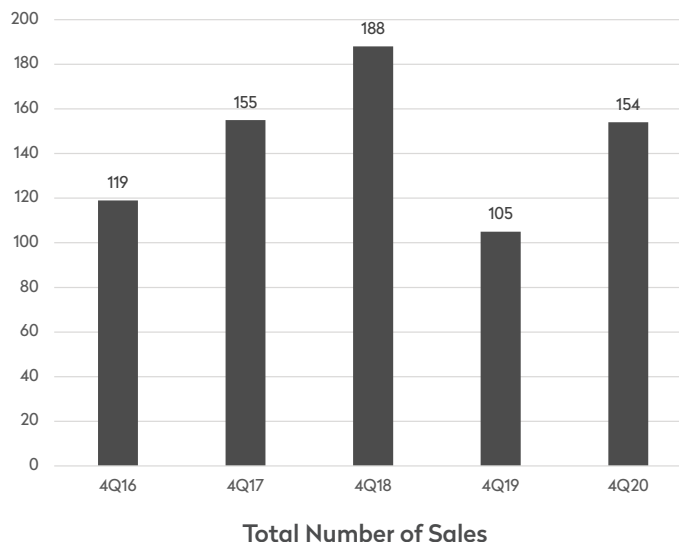
4Q 2020

# North Fork

## A Continuing Strong Market

Maintaining the momentum of the strong Third Quarter, the Fourth Quarter of 2020 posted a 46.7% rise in the number of sales compared to 4Q19.

Reflecting both an increase in the number of sales and the average sales price, the Total Dollar Volume also rose dramatically, with an 85.5% gain over 4Q19.



+85.5%

Dollar Volume  
4Q20 vs. 4Q19

+26.5%

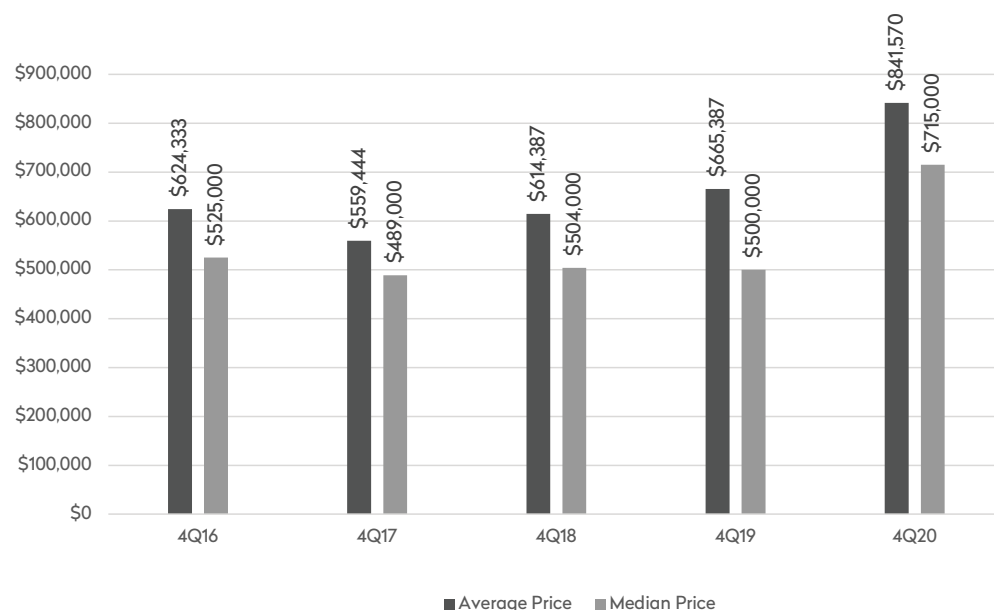
Average Sold Price  
4Q20 vs. 4Q19

+46.7%

Number of Sales  
4Q20 vs. 4Q19

## Average and Median Sales Prices

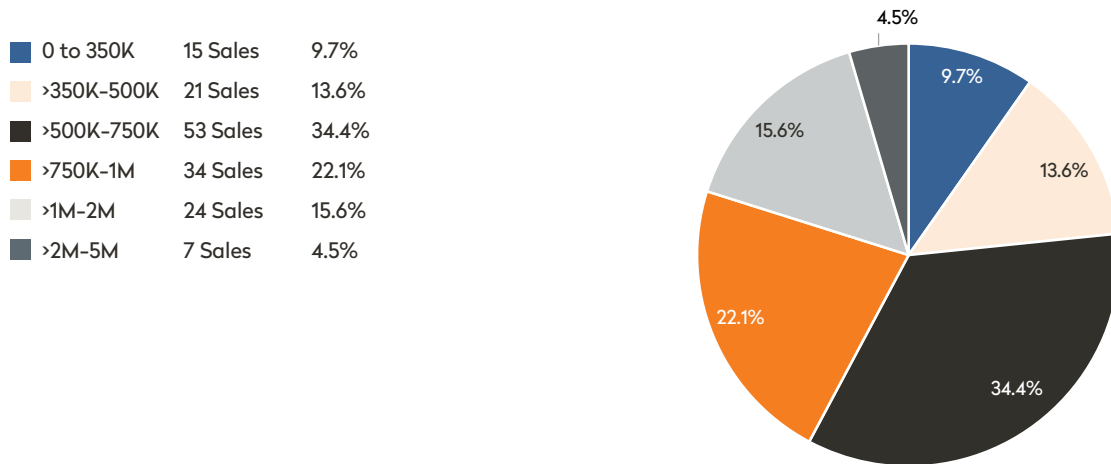
The average sales price on the North Fork jumped considerably, rising 26.5% to \$847,570 – the highest Fourth Quarter average price recorded. Similarly, the median price – measuring the middle of the market – soared 43% compared to 4Q19, to a record high of \$715,000.



# North Fork

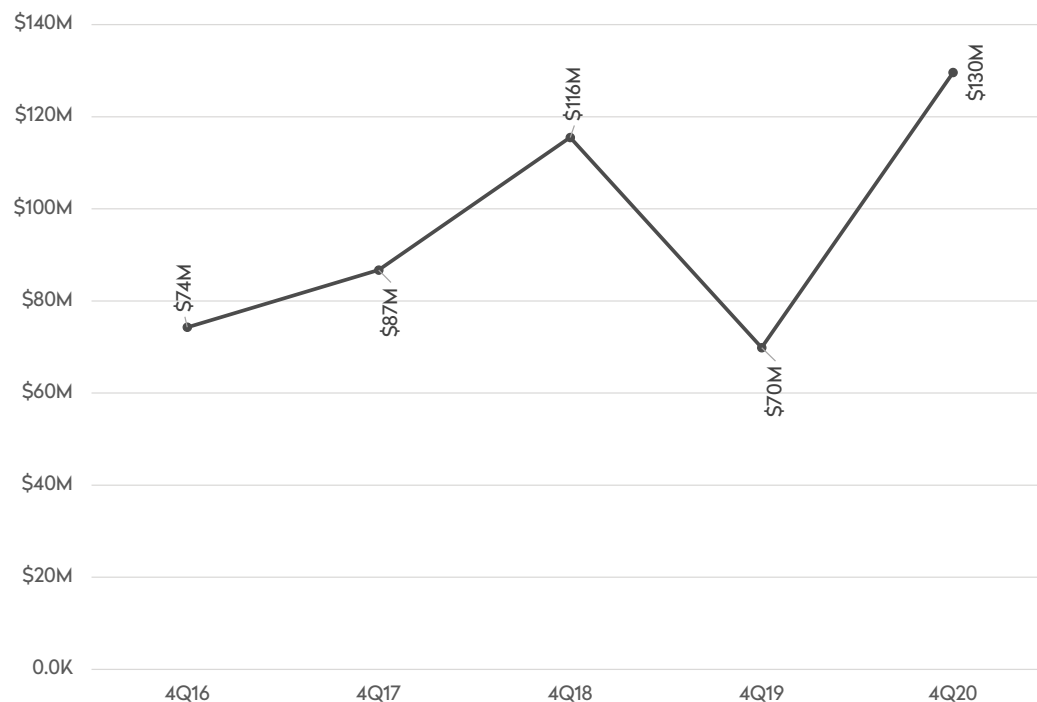
## Percentage of Sales by Price

Only the lower end of the market, \$500,000 and below, experienced declines in the number of sales in 4Q20 compared to 4Q19. Each of the other categories saw increased numbers of sales, with the >\$750K - \$1M category posting the largest rise, spiking 277% from 9 sales in last year's Fourth Quarter to 34 this year. The price range with the highest number of transactions continues to be the >\$500K - \$750K category, responsible for 34.4% of all 4Q20 sales.



## Total Dollar Volume

Reflecting the increases in both the average sales price and the total number of sales, the North Fork total dollar volume jumped 85.5% to \$130 Million, compared to \$70 Million in 4Q19.





4Q 2020

# North Fork

## Single-Family Homes

### Aquebogue

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
4Q18	\$453,100	\$494,800	11	1	6	3	1	0	0	0
4Q19	\$446,500	\$511,045	9	1	5	2	1	0	0	0
4Q20	\$545,000	\$534,444	9	1	3	4	1	0	0	0

### Cutchogue

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
4Q18	\$738,000	\$756,225	20	2	4	4	6	4	0	0
4Q19	\$821,250	\$965,833	12	0	2	3	3	3	1	0
4Q20	\$805,000	\$850,085	13	0	0	5	6	2	0	0

### East Marion

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
4Q18	\$803,500	\$1,511,926	5	0	0	2	2	0	1	0
4Q19	\$612,500	\$648,005	4	0	0	3	1	0	0	0
4Q20	\$783,000	\$795,150	10	1	1	2	4	2	0	0

### Greenport

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
4Q18	\$582,500	\$576,417	6	1	2	2	1	0	0	0
4Q19	\$510,000	\$594,741	9	2	2	3	1	1	0	0
4Q20	\$1,270,400	\$1,210,600	8	1	0	2	0	4	1	0

### Greenport Village

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
4Q18	\$524,000	\$752,167	6	0	3	1	0	2	0	0
4Q19	\$912,500	\$912,500	2	0	0	1	0	1	0	0
4Q20	\$745,000	\$782,333	3	0	0	2	1	0	0	0

4Q 2020

# North Fork

## Single-Family Homes

### Jamesport

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
4Q18	\$387,000	\$440,375	8	3	2	2	1	0	0	0
4Q19	\$1,420,000	\$1,201,250	4	0	1	0	0	3	0	0
4Q20	\$554,500	\$518,500	4	1	0	3	0	0	0	0

### Laurel

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
4Q18	\$395,000	\$598,123	8	4	1	1	1	1	0	0
4Q19	\$1,450,000	\$1,235,913	3	0	0	1	0	2	0	0
4Q20	\$685,000	\$862,143	7	1	2	1	2	0	1	0

### Mattituck

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
4Q18	\$615,000	\$650,382	19	2	5	8	2	2	0	0
4Q19	\$560,000	\$746,977	11	1	3	4	1	1	1	0
4Q20	\$670,000	\$778,725	20	0	2	10	5	3	0	0

### New Suffolk

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
4Q18	\$950,000	\$850,833	3	0	0	1	1	1	0	0
4Q19	\$2,925,725	\$2,925,725	1	0	0	0	0	0	1	0
4Q20	\$997,500	\$1,173,333	3	0	0	0	2	1	0	0

### Orient

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
4Q18	\$1,045,000	\$1,129,000	6	0	0	3	0	3	0	0
4Q19	\$500,000	\$813,333	3	0	2	0	0	1	0	0
4Q20	\$999,000	\$1,280,286	7	0	0	0	4	2	1	0

4Q 2020

# North Fork

## Single-Family Homes

### Peconic

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
4Q18	\$748,000	\$748,000	2	0	0	1	1	0	0	0
4Q19	\$602,500	\$602,500	2	0	0	2	0	0	0	0
4Q20	\$675,000	\$773,280	5	0	1	2	1	1	0	0

### Riverhead

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
4Q18	\$336,340	\$402,844	53	29	13	8	2	1	0	0
4Q19	\$337,500	\$392,088	30	16	10	2	1	1	0	0
4Q20	\$460,000	\$435,091	27	10	7	10	0	0	0	0

### South Jamesport

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
4Q18	\$720,000	\$720,000	2	0	1	0	0	1	0	0
4Q19	\$412,000	\$412,000	2	0	2	0	0	0	0	0
4Q20	\$465,000	\$465,000	2	0	1	1	0	0	0	0

### Southold

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
4Q18	\$540,000	\$644,306	39	4	11	15	6	2	1	0
4Q19	\$545,000	\$616,898	13	1	5	5	1	1	0	0
4Q20	\$850,000	\$1,140,222	36	0	4	11	8	9	4	0

## Year End 2020 Residential Market Report

### **East Hampton**

27 Main Street  
East Hampton, NY 11937  
631.324.6400

### **East Hampton**

2 Newtown Lane  
East Hampton, NY 11937  
631.324.6100

### **Bridgehampton**

2408 Main Street  
Bridgehampton, NY 11932  
631.537.2727

### **Southampton**

31 Main Street  
Southampton, NY 11968  
631.287.4900

### **Sag Harbor**

96 Main Street  
Sag Harbor, NY 11963  
631.725.2250

### **Westhampton Beach**

70 Main Street  
Westhampton, NY 11978  
631.288.5500

### **North Fork**

13105 Main Road  
Mattituck, NY 11952  
631.477.0551

# Contact Us

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